

Message Text

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PAGE 01 STATE 207258
ORIGIN XMB-04

INFO OCT-01 ARA-14 ISO-00 EB-08 /027 R

XMB

DRAFTED BY XMB: L. WHITE
APPROVED BY EB/IFD/ODF:MVCREEKMORE
XMB: D PEACOCK
ARA/MEX:GFALK (INFO)

-----122660 310308Z /61

R 302024Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY MEXICO
INFO AMCONSUL MONTERREY

UNCLAS STATE 207258

E.O. 11652: N/A

TAGS: BPRO

SUBJECT: EXIMBANK STAFF TRIP TO MEXICO, SEPTEMBER 19, TO
OCTOBER 1, 1977.

1. JOSE PORTAL, CLAIMS OFFICER, CLAIMS DIVISION AND
LEON WHITE, LOAN OFFICER, EXPORTER CREDITS, GUARANTEES AND
INSURANCE, AND STEPHEN PROCTOR, EXIMBANK ATTORNEY,
SCHEDULED TO ARRIVE MEXICO CITY AFTERNOON 9/18/77.
RESERVATIONS AT MONTEJO HOTEL HAVE BEEN MADE FROM THIS
END BUT WOULD LIKE EMBASSY TO CONFIRM. TEAM WILL CALL ON
EMBASSY 9/19 AM. PROCTOR WILL MAKE CALLS JOINTLY WITH
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PORTAL AND WHITE BUT WILL DEPART MEXICO CITY FOR WASHING-
TON 9/24 AM. PORTAL AND WHITE WILL DEPART MEXICO CITY FOR
MONTERREY 9/27 PM. RESERVATIONS AT GRAN HOTEL ANCIRRA
BEING ARRANGED BY SERGIO FRANCISCO DE LA GARZA (TEL.
402-650) EXIMBANK ATTORNEY IN MONTERREY. BOTH WILL CALL ON
POST 9/28 AM. DEPART MONTERREY FOR WASHINGTON 10/1 AM.

2. PURPOSE OF TRIP: A) ASSESS CURRENT ECONOMIC CONDITIONS
RELATIVE TO EXIMBANK SUPPLIER CREDIT EXPOSURE. B) CONTACT

FIRMS WITH SIGNIFICANT SUPPLIER CREDIT EXPOSURE AND/OR
FIRMS HEAVILY IMPACTED BY DEVALUATION. SPECIAL EMPHASIS
WILL BE GIVEN TO CONTRACTING INDUSTRY AND DISTRIBUTORS OF
AGRICULTURAL AND CONSTRUCTION EQUIPMENT. C) CONTACT

CERTAIN PAST DUE ACCOUNTS AND CLAIMS STATUS ACCOUNTS AND
VISIT LAW FIRMS HANDLING EIB'S COLLECTIONS. D) VISIT
BANKS WITH UNUTILIZED COOPERATIVE FINANCING (CFF) LINES.

3. WHEREAS PORTAL FLUENT IN SPANISH, WHITE MAY NEED
LANGUAGE ASSISTANCE ON SOME OF CALLS.

4. WOULD APPRECIATE ASSISTANCE IN MAKING APPOINTMENTS
FOR WHITE WITH FOLLOUING:

A) 9/19 AM BANAMEX

1) TO DISCUSS CFF LINE

2) TO DISCUSS CONSTRUCTION INDUSTRY

3) TO DISCUSS AUTO/TRUCK INDUSTRY

PLEASE ARRANGE MEETING WITH APPROPRIATE OFFICERS TO
DISCUSS CFF LINE AND INDUSTRY ANALYSTS FOR CONSTRUCTION
AND AUTO/TRUCK.

B) 9/19 PM BANCO NACIONAL DE OBRAS Y PUBLICOS

1) TO DISCUSS GENERAL LENDING POLICIES TO CONTRACTORS

2) TO DISCUSS CREDIT EXPERIENCE WITH:

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A) GRUPO ICA

B) PROTEXA

C) GRUPO MEXICANA DE DESARROLLO

D) CONSTRUCTORA MEXICANA

E) CONSTRUCTORA GENERAL DEL NORTE

C) 9/20 AM CONSTRUCCIONES BELTHER

PASEO DE LA REFORMA 2625 TEL. 570-21-44

ARTURO BELTRAN

ROBERTO BELTRAN

ANGEL VALLE

9/20 PM FABRICAS AUTOCAR MEXICANA

NINO PERDIDO 344

TEL. 530-37-16

VICTOR MANUEL DE LA PARRA, DIRECTOR GENERAL

EDUARDO ONTEGA BOLADO, TESORERO

9/22 AM GRUPO MEXICANA DE DESARROLLO

CULIACAN 108-7 PISO

JOSE LUIS BALLESTEROS, PRESIDENT

TEL. 584-3629

9/22 AM MEXICANA DE TRACTORES Y MAQUINARIAS

MEXTRAC

ANTONIO ARTIGAS, VICE PRESIDENT

9/22 AM/PM MAQUINARIA INTERCONTINENTAL S.A.

HANGARES DE AVIACION 310

TEL. 571-81-66

ENRIQUE PEREZ-CIRERA, ADMINISTRATIVE MANAGER

TEL. 571-81-66

9/23 AM WHITE WILL VISIT WITH FIRST NATIONAL BANK OF BOSTON AND THEN WITH FNB VISIT RESCHEDULED ACCOUNTS K.C. DE MEXICO AND FINESS DE MEXICO. ARRANGEMENTS BEING MADE FROM HERE. NO EMBASSY ACTION NECESSARY.

9/26 (ALL DAY) GRUPO ICA

ARRANGEMENTS MADE FROM HERE

9/27 HOLD OPEN

9/28 AND THEREAFTER. INFORMATION WILL BE PROVIDED AT LATER DATE.

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D) FOR PORTAL IN MEXICO CITY

9/19 AM TRITURADOS Y PREMEZCLADOS

MR. RAMIRO GARZA CANTU

TEL. 566-17-87

9/19 PM INDUSTRIAS DEL COLOR

MR. DAVID SITTON

MR. RAFAEL SITTON

TEL. 576-8633

9/20 AM ENRIQUE POSADA SANCHEZ

TEL. 549-0107

9/20 PM RECUPERADORA METALURGICA AND VALTEC S.A.

MESSRS. SALUM, TEL. 527-5282 AND

MR. COLLIGNON, TEL. 35-88-75

THE SALUMS ARE GUARANTORS OF VALTEC S.A.

9/21 AM FOR PORTAL AND WHITE

COMPANIA HULERA TORNEL

MESSRS. TORNEL

TEL. 561-2500

9/21 AM FOR PORTAL AND WHITE

RASTRO Y REFRIGERACION DE AVES DE JILOTEPEC

RAYON NO. 94 ALTOS, MEXICO D.F.

MR. FACUNDO ARCINIEGA

TEL. 526-55-75 526-70-96

EXPORTER UNABLE TO CONTACT MR. ARCINIEGA

9/21 PM FOR PORTAL AND WHITE

DISTRIBUIDORA EQUIPO DE CONSTRUCCION (DECSA)

MR. ROBERT GEORGE

TEL. 577-50-55

9/23 FOR PORTAL ONLY

LIC. HUMBERTO BERMUDEZ REQUENA

TEL. 5-71-81-66

TO DISCUSS STATUS OF JUAN J. GARCIA GONZALEZ' DEBT TO FCIA.

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PORTAL PLANS TO VISIT VARIOUS LAW FIRMS HANDLING EXIM-
BANK'S COLLECTIONS ON 9/22, 9/23 AND 9/26/77. CHRISTOPHER

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NNN

Message Attributes

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Sent Date: 30-Aug-1977 12:00:00 am
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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ISecure: 1
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Litigation Codes:
Litigation History:
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